

Business Opportunity

Chile - US\$288mn Power transmission tenders

Transmission authorities are tendering 4 projects for the construction of new substations, autotransformer banks and transmission lines in the north and centre of Chile

The projects are:

1. A new 220kV substation and its incorporation into an existing line, and the construction of three new 220kV 260MVA double circuit transmission lines from the substation with the installation of the first circuit in each. The referential investment value is US\$96mn
2. A new bank of 750MVA 500/220kV autotransformers in each of three substations currently in construction. The referential investment value is US\$72.5mn
3. A new 220Kv double circuit transmission line with minimum capacity of 500MVA per circuit and its respective connections in each of the three substations it connects. The referential investment value is US\$107mn
4. A new 220kV substation and its incorporation into an existing 220kV double circuit line. The referential investment value is US\$12.9mn

The total value of all projects is US\$288mn.

Proposals must be written in Spanish, except for the catalogs of equipment and facilities which may be submitted in English.

The British Chilean Chamber of Commerce can provide further information and a range of commercial support to potential bidders and suppliers.

Chile - Solutions sought to prevent freezing in solar heating plants

A Chilean company is looking for new ways to stop water systems freezing

Solar plants that provide heat to the productive processes of mining companies in Chile are often high in the Andes and if unprotected the water in the system will freeze at night. Present solutions are to use glycol, and to reverse pump the heat accumulated during the day.

Reverse pumping accumulated heat can cost US\$15,000/month in lost sales for 5-6 months of the year – US\$900,000 over a 10-year contract of just one plant. Creative, practical and cost-efficient solutions are required.

This opportunity is for a plant that provides heat to a mining company. There are others in Chile and indications are that the future will bring more. Thermal solar plants that produce steam to run turbines and generate electricity also feature in the Chilean market, and can be expected to face similar issues.

The British Chilean Chamber of Commerce can provide further information on this opportunity and on the Chilean mining and energy sectors in general.

Chile - Electrical and electronic spare parts suppliers sought for Naval industry

A registered supplier to the Chilean navy specialises in hard to find electrical and electronic spare parts including items such as cables, switches, batteries, circuit boards and sensors. The supplier needs a broader database from which to source materials, and would like contact with UK companies that it may contact on an occasional basis with regard to tenders issued by the Chilean Navy.

The British Chilean Chamber of Commerce can introduce UK companies to the supplier.

Chile - Distributor Requires Supplier of Barley and Malt

Distributor is looking for a supplier of barley, malt and related products for multinational companies

A large Chilean distributor to the food ingredients industry is currently seeking a supplier of barley, malts, malt extracts, flours, flakes and similar products in order to fulfil a large order from multinationals working locally.

Producers must be compliant (audited and certificated) kosher, halal, GM free, full traceability, etc.

The producer must be prepared to fulfil the order at short notice.

Chile – Wool processing and laboratory equipment/services sought

High quality wool producer seeking to import wool processing machinery and set up a laboratory for wool analysis

A representative of Merino and Corriandale wool producers require:

- high quality wool processing machinery
- contact with a UK laboratory with the possibility of setting up in Chile to carry out analysis of the wool locally

Chile - Company requires alcohol-free hand sanitiser

Health and beauty importer and distributor looking for an alcohol-free hand gel

Small but growing importer and distributor of health and beauty products is looking for an alcohol-free hand sanitiser.